

AMERICAN NURSERYMAN

Chief Exponent of the American Nursery Trade

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AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

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subjects and papers prepared for conventions
of nursery associations.

A HAPPY NEW YEAR!

The outlook in 1935 is for a more prosperous, and consequently happier, new year for nurserymen than they faced twelve months ago. Then there were doubt and discouragement. The season which has passed, however, brought a number of things to light. One was a better demand, particularly for fruit trees. Another was an actual shortage of certain kinds of stock. The result was that prices actually advanced, and materially, on some items.

Given enough time, the old law of supply and demand takes care of perishable commodities like nursery stock. The past year it was assisted by the severe freeze in the eastern section of the country and the drought of last summer in the central west.

Important developments in the trade itself have added encouragement. Co-operative marketing organizations in several states in the western half of the country have assisted in the stabilization of nursery prices and markets there. While no action followed the hearing on a national marketing agreement, at the time of the A. A. N. convention last summer, the publicity given to the price situation and to the figures on supplies of various items had a strong moral effect. There has been a cessation of distress sales and cut prices. Price lists

The Mirror of the Trade

and catalogues show a firmer level, and if these are adhered to, a profit margin is possible.

The trade also felt the effects of the improvement in general business. This has been of greater proportions than seems indicated by the indices published in the daily newspapers. The latter are of manufacturing activities, while the greatest improvement has been in retail sales. Part of this, no doubt, is the result of the government's disbursement of relief funds. But there is noted in every depression the disposition of the public first to pay its old debts, then put some money in the bank and then begin buying. The same is true of retail merchants. As they make sales, they pay off their outstanding obligations and clear the shelves of merchandise before they order more. This process has been going on the past year, as most firms can testify from the gradual lowering of their own accounts receivable. That is a good sign, for it augurs buying which will be effective throughout industrial and mercantile circles. This should produce a marked improvement in business in 1935, no matter what the new Congress does, though progress will be more marked if the authorities at Washington keep hands off business.

The nurserymen's conventions in January and February will be particularly interesting this year, and no doubt productive of large attendance, because of the more encouraging outlook and the prospect for greater sales activity.

THANK YOU!

On the day before Christmas, the office staff enjoyed a box of Golden Delicious apples from Stark Bros. Nurseries & Orchards Co., Louisiana, Mo.

On the day after Christmas came a box of the new double red Delicious apple named Richard from the Columbia & Okanagan Nursery Co., Wenatchee, Wash.

With these precautions of our friends to keep the doctor away, the Christmas turkey caused no casualties.

REVISION of the Dutch elm disease quarantine, effective January 1, entirely prohibits the importation from Europe of all logs of the elm and its relatives.

HEARING ON N. R. A. PRICE PLAN.

Stating that an accumulation of evidence and opinion on the subject of price control indicated that code provisions for mandatory costing systems designed to set minimum prices and permanent schedules of prices have not operated in the best interests of the industrial structure, since such provisions have not accomplished the desired purpose and have proved neither workable nor enforceable, S. Clay Williams, chairman of the National Industrial Recovery Board, has announced that the board will establish an entirely new procedure in itself conducting a series of open hearings at which evidence will be collected on the operation of major code provisions and the advisability of amendment or continuation.

Price control and price fixing will be the subject of the first hearing. Announcement of the topics and dates of the other hearings will be made in the near future.

In order that full consideration may be given to all pertinent facts on this subject, the board will hold a public hearing January 9, at Washington, D. C., at which all industries operating under such provisions and other interested parties will be given an opportunity to be heard. The hearing will be conducted by Mr. Williams as chairman of the board, with all members of the board present.

THE English nursery trade is alarmed over the sale of cheap roses in the large stores, and discussion is raging over the remedy for the situation. Some argue that it is not worth considering, while others point to the situation here, where the department stores have sold other shrubs in addition to roses, and urge that action be taken to head off the trade in plants before it becomes more obnoxious.

SEEKING the stabilization of prices in that state, the board of control of the California Association of Nurserymen, meeting in Los Angeles December 18, favored the drafting of a bill legalizing production, distribution or price control, recommending enforcement and administration by the California department of agriculture at Sacramento. Such a bill will be introduced in the California legislature, which will meet shortly.

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AMERICAN NURSERYMAN

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The Chief Exponent of the American Nursery Trade

*The Nurseryman's Forte:
To Make America More Beautiful and Fruitful*

Vol. LXI

JANUARY 1, 1935

No. 1

Finished Nursery Stock for Spring 1935

**Reduced Supply and Better Demand Encourage Firm Prices This Year,
J. K. Andrews, Faribault, Told Minnesota Nurserymen at Annual Meeting**

The supply of finished nursery stock for any given period does not have much significance in itself unless considered in connection with the demand in that same period. What might be an adequate supply, or even an oversupply of a commodity a year ago, may be wholly inadequate for the increasing demand of today.

This question of supply and demand is one of the most important and the most vital problems with which a nurseryman has to deal. The distress of the past few years can be laid squarely at the door of unbalanced supply and demand. Yet, it is a problem over which we as individuals have little foreknowledge and little control.

On account of the difficulties of learning about acreages planted, the effects of weather, the quantities actually harvested and the probable retail demand at the next planting season, it is next to impossible to determine much in advance what the supply and demand will be.

In a general way, we all know that after a period of oversupply and underconsumption we are quite sure to have a period of undersupply and keen demand.

Period of Undersupply Approaches.

It is quite apparent we are now approaching such a period, when many items of nursery stock will be short and the demand greater. These conditions come about simply because in periods of oversupply we nurserymen have not the nerve or we have not the funds to continue planting in the face of ruinous prices, and the finished supplies which should be maturing now simply are not here.

Because fewer apple and other fruit trees were planted two or three years ago, we have now a short supply. This, with the increasing demand, results in wholesale prices practically doubling those of a year ago. This same condition, aggravated somewhat by unfavorable weather conditions, exists to a greater or less extent in the supply of nearly all of the fruit trees and small fruits.

About the first evidence we have of shortages and a more healthy balance between supply and demand is the rise in wholesale prices—the appearance of want lists and the disappearance of bargain offerings at “below cost of production.”

The larger wholesale nurseries, which maintain traveling salesmen contacting nurserymen all over the country, are probably best able to judge of the available supplies of finished nursery stock and learn the feeling of the trade as to the prospects for retail sales.

Wholesale Prices Are Barometer.

The conclusions of these wholesalers on supply and demand are reflected in their price lists. We know of no better key to the general conditions in regard to supply and demand than to watch a few reliable, representative, wholesale lists. They give us a barometer somewhat like the mule barometer sent out in some advertisement a few years ago. No doubt you have seen the card carrying a picture of a mule with a piece of twine for a tail. The inscription under the mule says, “If the mule's tail is wet, it is raining; if the tail is dry, it is fair weather.” So it is in the nursery business. The wholesale price lists of well informed nurseries are a fairly good barometer of the relationship of supply and demand. When the prices go up, the supply is short, and if prices are down, the supply is plentiful.

If you compare some of the most recent of such wholesale lists with summer and early fall issues, you will see an advance in many items. Nearly all fruit trees, small fruits, fruit tree stocks, some kinds of shrubs, a few kinds of evergreens, Chinese elm and Lombardy poplar have already advanced, and very likely other items will advance by springtime.

Now, the advanced prices indicate a healthy condition. They mean there is no necessity now for stock's being sold below cost of production. They mean it will be possible to maintain fair retail prices. They mean the inventory valuation of our stock on hand has increased over its market value six months or a year ago.

Adjust Retail Prices.

In order to take advantage of these changed conditions, we must adjust our retail prices to be in keeping with advancing wholesale prices. It makes no difference whether our retail sales will be filled next spring out of our own stock or whether we must buy to fill our orders.

As retailers, the only way we can stay in business and prosper is to establish

our retail prices at a point where they cover the wholesale costs, selling costs, advertising, commissions, insurance, taxes, interest, labor and all other incidental and overhead expenses, plus a fair margin of profit.

Often our retail prices are not arrived at by any definite figures of the cost of carrying on the business, but are based on the price somebody else sells at, or perhaps just a little lower than somebody else sells at, and that individual may have arrived at his retail prices in the same manner. The result is that we never know on which side of the ledger we shall come out until after delivery, and unfortunately we often find ourselves considerably short of the funds we expected to have.

It is a common failing to underestimate the cost of doing business. We recognize and can determine the wholesale cost of stock that goes into our sales all right, but fail to recognize the extent of the hundred and one other substantial items of cost, such as labor, sales commissions, cost of advertising, cost of catalogues, interest on debts or on investment, taxes, insurance on buildings, insurance on cars, employer's liability insurance and public liability insurance, remuneration for own time and members of our families, a reserve to help cover losses from hail or drought, winter injury or bad debts, cost of equipment, cost of depreciation and many other expenses which actually exist and which we cannot ignore.

Formula for Sales Prices.

The fact of the matter is that the wholesale cost of nursery stock which goes into a sale represents only a minor portion of our whole expense of doing business. If we are to survive and make any progress, we must recognize this fact and establish our selling prices high enough to cover all expense, and not merely part of our expense. The time is past when we can get the banker to make up our shortage, and the day is also passing when we can get wholesalers to absorb our losses or carry us indefinitely.

Many successful retailers have figured out a formula for arriving at a sound selling price. That is, they have found that in order to cover all these expenses, the selling price must be a certain number of times the wholesale cost. Most of these nurserymen, who are meeting

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their expenses and paying their bills, have found that the "each" rate of the selling price should be from three to five times the wholesale cost of stock. Whether it must be three times or four times or five times depends on the amount of sales commissions, or landscape service, or prepaid freight, or replacements that are to be included in the price. And, by the way, there is a very determined stand being made this spring among many nurserymen to eliminate the practice of free replacements. For several years our firm has not given any free replace guaranties to retail customers, and we find it has saved us a great deal of loss and grief.

When selling is done from a sales yard, on a cash-and-carry basis, a selling price of three times wholesale is considered fair. A firm that sells from catalogues and that expects to furnish good stock and to pay its bills should figure four times for the each rate, with quantity rates scaled down proportionately. When liberal commissions are paid salesmen, or a great deal of landscape service is furnished, five times wholesale is none too much.

Who Pays Deficiency?

Now, all of these expenses and costs of doing business actually exist, and they have to be paid for; if we fail to set our selling prices high enough to cover them, it simply means the deficiency must be made up from some other source, and that is exactly what happens in too many instances. In the old days the deficit was often made up by borrowing from the banker. That is not so easy now and so the wholesaler is made to wait, or if we have filled orders from our own stocks on hand, we get nothing for our stock; that is, we rob our inventory. As retailers, it is our business to see that our retail departments are self-supporting.

The code may sometime be perfected to the point where it will do our thinking for us and tell us what our retail prices must be to cover expenses. However, until such time arrives, anybody who does not know what his cost of doing business is and what the relationship is between wholesale cost of stock and other costs cannot make money any more surely than to take as much time as necessary to add up all his expenditures for a year, plus all unpaid bills, and also the value of any stock he has used out of his own fields. From such total he can determine how many times the wholesale cost of stock his price must be to cover this total cost. If he has no data to get this information from, he could well base his prices on the experience and formulas that other nurseries have found satisfactory.

Opportunity to Set Fair Prices.

With the cleaning up of old surpluses and the disappearance of so much distress stock on the market, it should now be possible to establish selling prices where they will really cover our costs. Then we can all pay our accounts when they are due and look our bankers in the face.

In line with the present trend toward higher wholesale costs, and probable increasing labor costs, it is more than ever necessary to advance retail prices to correspond. Spring catalogues, most of which are on the presses now, will show a considerable increase in many items, ranging from twenty to fifty per cent or even more on some lines.

To sum up the situation for the spring of 1935, it is reasonable to believe that much of the distressing surpluses have been reduced. Many shortages in the desirable varieties and grades are appearing, wholesale prices are advancing and retail prices are following.

We now have more encouraging soil and weather conditions, and there is an apparent increased consumer demand in sight. If we adjust our own retail prices to conform to these changed conditions, we should have a more profitable season this next spring than we have had for the five long years just past.

Controlling Supply.

While we are on the subject of supply for next spring is an appropriate time to think about the general subject of supply. Nearly all branches of agriculture and industry have suffered the past few years from oversupply. Even before the depression started, surpluses were beginning to pile up in many lines. Various measures have been in operation to reduce present surpluses and guard against them in the future. Cotton, tobacco, corn and wheat acreages have been curtailed, little pigs have been killed, cattle and sheep have been bought by the federal government, all in an effort to reduce surpluses, and certain measures are being proposed to control future surpluses in these lines. How successful they will be, is a question.

It is quite unlikely that any such control measures would be practical in the nursery business. It will be largely an individual problem to determine when and how much to plant.

It is common practice for nurserymen, the same as other producers, to rush into production when commodities are high and to restrict planting when prices go down. Common sense tells us the reverse procedure is the only practical program. If we have not the nerve to plant when supplies are plenty and prices are low, we ought to have the good sense to refrain from planting when prices are high—planting, when prices are high, items that take three or four years to mature and are likely to come on the market when prices are down and when good marketable stock can be bought at perhaps less than the cost to produce.

If we learn by our troubles of the past years, and each one of us plants only as much as we have good reason to believe we shall have an outlet for when it is ready for market three or four years from now, we shall make ourselves more profit and, incidentally, do much to stabilize the nursery industry.

STATE AID IN MINNESOTA.

Reciprocal License Law.

During the forthcoming session of the Minnesota state legislature, it is intended to put forward and have enacted, if at all possible, a bill to put into effect reciprocal arrangements with other states regarding licenses to operate in those states. It will be based upon the bill passed by the Wisconsin legislature by which the commissioners of the department of agriculture and markets were authorized to enter into reciprocal agreements with the officers of other states doing business in Wisconsin, permitting these dealers and nurserymen to be issued nonresident licenses without the payment of a regis-

tration fee, provided like privileges are accorded to Wisconsin nurserymen. Sixteen states charge a fee, varying from \$1 in South Dakota to \$25 in Montana, to those outside those states who wish to ship nursery stock into them. In some states a bond is required of those who ship into those states. The situation is regarded as intolerable as the fee payable is not the only requirement. Special tags, fees for out-of-state agents and permits are required by some states, with the result that, if the department of nursery inspection in Minnesota did not do everything possible to aid Minnesota nurserymen, these men would be in difficulties when planning to ship plant material to outside states. However, the department stands ready to give all the assistance possible to help business be transacted as smoothly as possible.

Blister Rust Quarantine.

The department of conservation has established certain areas in Minnesota as blister rust areas, wherein no currants and gooseberries of any species shall be planted without the written permission of the department. The commissioner, E. V. Willard, has signed the order, which is effective at once. The prohibited areas are as follows: All national forests and national forest purchase areas; Whitewater and Lindbergh state parks and within 900 feet thereof; Cook, Lake, St. Louis, Itasca, Koochiching, Beltrami, Clearwater, Mahanomen, Becker, Hubbard, Cass, Crow Wing, Aitkin, Kanabec, Isanti, Chisago, Pine and Carlton counties, and that portion of Morrison county lying between the Mississippi river and United States highway No. 10.

Blister rust is a disease of the white or 5-needle pines and of the various species of currants and gooseberries, caused by a parasitic fungus plant. From early shipments of infected nursery stock the disease has spread until it is now present over practically the entire white pine growing area of the United States.

CONNECTICUT ELM CONTROL.

Gov. Wilbur L. Cross approved an order December 26 establishing a control area for Dutch elm disease embracing thirty towns in Fairfield, New Haven, New London and Middlesex counties in Connecticut. The order, issued by William L. Slate, director of the Connecticut agricultural experiment station, at New Haven, makes it possible for federal crews to begin tree sanitation measures in the affected zones immediately. The object is to minimize the danger of spread of Dutch elm disease into other parts of this state and New England.

At the same time Director Slate announced that funds from the \$527,000 federal emergency allotment for control of Dutch elm disease in New York, New Jersey and Connecticut are now available. Crews of tree workers are being mobilized and the sanitation campaign can begin as soon as the men are selected.

J. D. MERIWETHER, of the California state nurserymen's bureau, spoke at the meeting of the Central California Nurserymen's Association, held at Drake's, Berkeley, December 11, when he told of the activities of the bureau. J. C. Crombie, president, presided at a well attended meeting.

Minnesota Convention at St. Paul

Addresses on Interesting Topics and Discussions of Current Problems Fill Two Days—Vote Resolutions Favoring Costich Plan

A satisfactorily large attendance at the annual 2-day convention of the Minnesota State Nurserymen's Association was assured when President D. M. Mitchell, Owatonna, opened the proceedings Monday, December 17, at the Lowry hotel, St. Paul. A great deal of routine business was transacted in the morning.

The afternoon session opened with one of the most outstanding talks during the convention, given by Dr. Henry Schmitz, chief of the division of forestry, University Farm, St. Paul. Dr. Schmitz gave an outline of the government's shelter belt project and referred to a survey made in the western part of Minnesota the past year. Thirteen counties were traveled over and a survey was made of wood lots on farms, including windbreaks. The condition and kinds of trees were noted, their size was measured, and the age of trees was considered. From the results, it was possible to obtain a fairly comprehensive idea of the value of the tree and plant material proposed both for state and national projects. The speaker brought out the relation of the pasturing of wood lots to the condition and death rate of the trees planted in them.

Outstanding Varieties.

Among evergreens, *Pinus ponderosa* was outstanding. It grows well and will stand up under difficult conditions. *Pinus ponderosa*, *Juniperus virginiana*, blue spruce and Black Hills spruce make the best quartet for a shelter belt. Of thirty million trees in the state, probably twelve million were found dead. For the prairie regions, among the hardwoods, green ash, American elm, cottonwood, Chinese elm, honey locust, burr oak, willow, black locust and box elder stood up in the order given. Dr. Schmitz praised green ash as a tree to withstand extremes in temperature and precipitation of water. Caragana also proved its worth with qualities similar to those of the green ash. The former proved excellent at the Dominion of Canada's experimental farm at Morden, Man.

Several of the remarks following the talk by Dr. Schmitz brought out the value of caragana, and the Canadian experiment station's use of this shrub for windbreak purposes received many commendatory remarks. The tatarian honeysuckle has stood up well in many places. The whole subject was dealt with in a new manner, and statistics from various sections gave the talk added value.

Hilborn Comments.

E. C. Hilborn, Valley City, N. D., remarked that he considered Dr. Schmitz' talk a wonderful presentation of the subject. Mr. Hilborn then referred to the value of some trees as being only temporary, but thoroughly approved of green ash for the federal project. The Dakotas appeared to have suffered less nursery damage than Minnesota, he said, apparently due to the necessity of thoroughly preparing the soil in Minnesota before anything is planted. Caragana is a dual-purpose tree; it is good for shel-

ter and as a snow guard. These things, Mr. Hilborn considered, should be the first care, and with first-hand information available, nurserymen can easily inform their congressmen as to the value of the projects to be instituted.

John K. Andrews, Faribault, presented a paper that proved popular. One of the high spots of his talk was the necessity of paying attention to conditions of supply and demand. Many items are short, and the indications are that the demand will be much greater than many realize, he said. Apples are double last season's price and are scarce. The weather is partly responsible for the rise in wholesale prices. The wholesale price is a good indication of the available supply of stock of many kinds. Some shrub material has already advanced in price; other items will undoubtedly go up before spring. A nurseryman need not and should not sell at low prices. He must cover wholesale prices and all incidentals. Too frequently he sells at a low price, without reference to the cost of doing business.

Pricing.

What the price of stock should be must be carefully considered, the speaker declared. Three to five times the wholesale purchase cost is sometimes advised, but other factors may change this rule. Elimination of replacements is desirable. Every department must be self-supporting. Retail catalogues may show a rise of twenty to sixty per cent in prices. Agricultural crops have been reduced, but nursery surplus reduction is not so easy. Mr. Andrews was warmly thanked for his talk.

R. D. Underwood brought up the matter of suggestions from regional districts on the A. A. N. program. He stated the small operator's dues must be low enough to make it possible for him to join. Other suggestions from Mr. Underwood had reference to a regular article in the P. T. A. publication. It was finally decided to appoint Mr. Underwood editor of the page devoted to nursery and ornamental topics, both in the P. T. A. magazine and the Minnesota Horticulturist.

Several committees were appointed to bring in reports on various matters, one of which was the inclusion of nurserymen outside the state in the membership of the Minnesota organization. This report was adopted, and it was decided to change the by-laws to permit this being done.

Fertilizing Points Told.

Waldo Kidder, formerly of the Montana and Colorado Colleges of Agriculture, gave an interesting talk on fertilizers for trees, shrubs and lawns. Some specific recommendations were made, with, however, the proviso that a nurseryman must first know his plant material and his soil.

Prof. W. H. Alderman, chief of the division of horticulture, University Farm, in speaking on varieties of interest to nurserymen, regarded the future as full of possibilities for nurserymen. This is due in part to depleted

stocks, restriction of propagation and losses due to the drought and hard winter of 1933-34. There is also a great revival of interest in top-working, he said, and, apparently, stock for top-working will be in great demand. Hibernial and Virginia crab have been used and will be used again. Some statements were made regarding No. 423 apple and No. 83 plum. Splendid reports have been received relative to the latter. The speaker concluded with a brief review of the fruit situation in Minnesota.

A. A. N. Plans Reported.

Julian Underwood, of the Jewell Nursery Co., Lake City, presented his report as a delegate to the 1934 convention of nurserymen. Copies of the report were presented to the nurserymen present, who were urged to make themselves familiar with the plans.

After reading the preamble to the committee's report, he gave a digest of the findings and recommendations. He said that, in talking with nurserymen from other states, he found many who felt that something should be done to find a means of attracting and maintaining the membership of thousands of small operators throughout the country. He stated that while he found some divergence of opinion as to some of the recommendations of the committee, there was general belief that the proposed plan was a good one and that it should be seriously considered.

He offered a resolution setting forth the favorable opinion of the Minnesota group and expressing several ideas brought out by members in the discussion. This was unanimously adopted before the close of the session. In his comments on the Costich plan, Mr. Underwood said that the national picture appeared to be a large copy of the situation existing in Minnesota and probably other states. The proportion of growers in the state who are affiliated with the state association is apparently in something like the same ratio as relates to national membership.

The speaker commented on the effort of the Minnesota association to bring into membership a larger number of the small operators within the state, and said he believed that a national set-up, such as suggested in the Costich report, would make this much easier. With membership in the state association automatically including membership in the national body and with only one set of annual dues, he felt that the membership campaign would be comparatively easy, because convincing.

Pending further effort toward reorganization of the A. A. N., Mr. Underwood urged all Minnesota members to affiliate with the national body and help to support its efforts.

R. D. Underwood regarded the plan as an important one and stated that the Minnesota association should have a committee to report on the matter. It was decided that this should be done. Mr. Hilborn added a few remarks based upon his experience while connected with the A. A. N. as an officer. Its membership should be extended, he said.

Federal work, the railway express rate and similar matters are handled by the A. A. N. for the benefit of all nurserymen and it is only right that more of those in the industry should contribute to help bring such benefits about.

New Plants Urged.

Bj. Loss, Lake City, in his talk on "Better and Newer Ornamentals," showed the trend in the northwest away from old plants. Among the plants referred to favorably by the speaker were the following:

Dwarf ninebark, which is well fitted to take the place of the alpine currant; *Juniperus scopulorum*, which has several forms; *Daphne Cneorum*, which has come through several years in a shady location; several new species of cotoneaster that are desirable—*C. integririma* is one of the brightest and bears fruit freely, while *C. lucida* is one that should be tried by more growers; *Rhamnus divaricata*, which fruits more heavily than the older and better known types; *Caragana pygmaea*, which is hardy and a splendid dwarf form, and *Rosa altaica*, which has pink shoots and is quite hardy. Several more new types of shrubs that have proved hardy in Canada were said to be thoroughly desirable for Minnesota nurserymen.

A. G. Ruggles, state entomologist, reported on "1934 Nursery Inspection Activities and New Developments of Interest to Nurserymen." He said that his talk on nursery inspection problems at state horticultural meetings had brought many inquiries from various parts of the country. The strict inspection in Minnesota is creating a demand for Minnesota nursery stock. He commended the cooperation of nurserymen in the state program and asked for further support. The remainder of his address was concerned with important quarantines and the measures nurserymen may use to combat the Japanese beetle and the Dutch elm disease.

Election of Officers.

Before the election of officers, President Mitchell referred to the pleasant relations between the members and himself; he also thanked the secretary, W. T. Cowperthwaite, for his untiring efforts in helping along the work of the association.

Bj. Loss was elected president; R. D. Underwood, vice-president; J. V. Bailey, Newport; Martin Arneson, Minneapolis; and Frank Seifert, Stillwater, directors; W. T. Cowperthwaite, secretary, and H. S. Reid, treasurer.

Among the large numbers of nurserymen from outside the Twin Cities were seen: Harold Chase, Shenandoah, Ia.; H. N. Dybvig, Colston, N. D.; Miss Fryer, Mantoville; Frank Seifert, Stillwater; Gene Cashman and Michael Cashman and L. F. Weseley, Owatonna; E. C. Smith, of the Sherman Nurseries, Charles City, Ia.; J. V. Bailey and Vincent and Gordon Bailey, Newport; Brady Braden, Wayzata; C. E. Swanson, St. Peter; E. C. Hilborn, Valley City, N. D.; R. E. Perkins, of the Jackson & Perkins Co., Newark, N. Y.; Bj. Loss, R. D. Underwood and Julian Underwood, Lake City; D. M. Mitchell, Owatonna; Paul Eddy, Howard Lake; J. K. and C. Andrews, Faribault; F. P. Daniels, Long Lake, and I. Mosbæk, Askov, Minn.

Twin City Group Host.

Monday evening, the Twin City Nurserymen's Association acted as host to all

the nurserymen in attendance. Under the leadership of Harold J. Reid, president of the Twin City group, a good program had been arranged. Mr. Reid warmly welcomed everyone and hoped all would spend a pleasant evening. Mr. Tolg gave a short but interesting talk on what the Twin City group had done with regard to prices and stated his belief that the members had not only subscribed to, but had lived up to, the agreement 100 per cent. The speaker asked for the cooperation of the state nurserymen, pointing out the benefits which would accrue to all if attention were paid to a few points, such as prices, correct naming of plants, etc.

Moving pictures of the Chicago world's fair secured by the S. A. F. and through the cooperation of James Sykora, Chicago, loaned for the evening were then shown by T. E. Carpenter, St. Paul, who also showed several reels taken in his own gardens. These included some fine pictures of peonies, irises, gladioli, the rock garden and other features. Mr. Carpenter was warmly thanked for his kindness. A lunch was then served and thoroughly enjoyed by the large crowd.

W. T. Cowperthwaite proved to be an able lecturer in describing the general layout of the gardens at the world's fair and the principal points of interest in the grounds.

CO-OPERATIVE TRENDS.

Studied by Minnesota Nurserymen.

"The Trend of Cooperative Ideas and Their Practical Accomplishment by Various Nursery Organizations" was the topic of a discussion led by R. D. Underwood, president of the Jewell Nursery Co., Lake City, at the recent meeting of the Minnesota State Nurserymen's Association. A committee had been appointed to secure data from various state and local organizations which have been operating under codes or co-operative agreements. Much interest was shown by the members, and a further study of the matter will be undertaken during the coming months.

In summarizing the information secured, Mr. Underwood pointed out that there appear to be two distinct trends toward cooperation among nurserymen in various sections. Both seem to have a common objective; namely, an agreement as to business ethics and an effort to put prices on a basis which will support a proper wage and pay a fair profit.

The first of these trends is illustrated by the Southwestern cooperative organization, which pioneered in this field, and by the Colorado cooperative, which got under way in the current year. These are both incorporated organizations which embrace not only the fair practice agreement and a minimum price, but also include the machinery for collective sale and other cooperative action.

The other trend is illustrated in the states of Washington and Oregon. There the set-up closely follows the lines of the national marketing agreement presented at the A. A. N. convention last summer. In those states the legislatures passed an agricultural adjustment act, similar to the federal act. The state agricultural department provides the governmental authority, and the code is directly administered by officials chosen by the nurserymen themselves.

A study of the details of these two plans of organization is most interesting. They constitute a laboratory test,

the results of which should point the way for eventual procedure in the country as a whole.

From Regional to National.

Discussion by the Minnesota members brought out the idea that this beginning of work along cooperative lines in the states and regions was a natural starting point toward national effort. One highly important fact is that in both these set-ups there is distinct recognition of the relationship between neighboring states. There is also, in certain of the states, a regional (state) division following natural trade and climatic boundary lines. For obvious reasons the state organization will always remain the important unit. It possesses functions so closely related to the American form of government that future progress in the organization of the nursery industry will be chiefly accomplished by the state groups. From that point development will be in two directions: (1) The integrating of local and regional groups within the state, and (2) relation with contiguous states. When these objectives are gained, whatever may be necessary or desirable for a national understanding should come about naturally and easily.

It was the opinion of several Minnesota members, after a study of these various plans in other states, and also from their own experience, that adoption of some kind of minimum price for state and local groups was important, even without government or other form of coercion. It was pointed out that where there is no reasonable minimum price set-up, confusion is inevitable. On the other hand, when a majority arrive, by give-and-take, at a reasonable minimum schedule, a stabilizing influence is at once felt. This was evidenced particularly by members of the Twin City Nurserymen's Association.

Experience in Twin Cities.

Within the past year, the Twin City association, which covers the trade area of St. Paul and Minneapolis, has been most successfully operating under a mutual and voluntary code, which includes a minimum price that will give good service to the customer, support a proper wage for the operator and provide a fair return on the investment. Members of the Twin City group said that there had been almost perfect compliance. Minnesota members outside the Twin Cities have been watching this development with great interest. It is expected that, following this lead, the state association will push its organization farther to follow the trend which is suggested by the efforts of the other states under consideration.

TRADE COMMISSION RULING.

Charging methods of unfair competition in the sale of nursery stock, the federal trade commission has issued a cease and desist order against First National Nurseries, Inc., and Leland C. Brown, Rochester, N. Y., president of the company.

The respondents are specifically ordered to cease using the word "Nurseries" as part of their corporate or trade names, unless and until they actually own and operate or control a nursery or farm on which a substantial proportion of the nursery stock sold by them is grown.

G. H. M.

Programs of Coming Meetings

OHIO PROGRAM VARIED.

Columbus Meeting January 10 and 11.

Featuring addresses on numerous topics in which nurserymen are keenly interested and promising ample opportunity for discussion from the floor, the program for the twenty-eighth annual convention of the Ohio Nurserymen's Association should attract a large attendance. The sessions will be held January 10 and 11 at the Deshler-Wallick hotel, Columbus, O.

After an executive committee meeting Thursday morning, January 10, the annual business meeting will occupy the time until noon. President W. G. Siebenthaler, Dayton, will preside, and the election of new officers will conclude the forenoon session. In the afternoon, four important addresses are scheduled, including one by Herman Brummé, a member of the revitalization committee of the A. A. N., whose subject is "Shall We All Be Members of the A. A. N.?"

The new president will preside over the meeting the second day, devoted chiefly to talks, among which is one by Lester C. Lovett, Little Silver, N. J., president of the A. A. N., who will tell his experiences in presenting nurserymen's views in Washington, D. C. Roadside beautification, borers and soil erosion control are some of the other topics which will be handled by speakers well equipped to do so.

Schedule.

The complete program for the convention follows:

JANUARY 10, 8 A. M.

Executive committee meeting and breakfast.
Annual business meeting and election of officers.

JANUARY 10, 1:30 P. M.

"News from Ohio State University," by L. C. Chadwick, of Ohio State University, Columbus.
"Should We All Be Members of the A. A. N.?" by Herman Brummé.

"What Does Organization Mean to an Industry?" by D. C. Keller, president of the Ohio Council of Retail Merchants, Columbus.

"Taxes and Less Taxes," by Harry S. Day, a member of the executive and legislative committees of the association.

Third annual Ye Olde Time Dinner, with J. J. Grullenmanns, Mentor, toastmaster.

JANUARY 11, 8 A. M.

Meeting of executive committee.

Opening of regular convention session.

"A Trip with the President of the A. A. N. in Washington, D. C.," by Lester C. Lovett.

Report of committee on highway beautification, by W. A. Natorp, Cincinnati.

"National Progress in Roadside Improvement," by Wilbur H. Simonson, landscape architect, bureau of roads, United States Department of Agriculture.

Discussion.

JANUARY 11, 1:30 P. M.

"Borers in Newly Planted Trees," by J. S. Hauser, entomologist, Ohio agricultural experiment station.

"Work of the Soil Erosion Service," by E. V. Jotter, chief forester, soil erosion service, Department of the Interior, Washington, D. C.

On the reception committee for the convention are Roger Champion, O. E. Carr, A. M. Grube and W. S. Weiant, Jr. Wives, daughters and lady guests at the convention will be entertained at a luncheon Friday noon, January 11.

GEORGE F. OTTO, San Diego, has been appointed chairman of the program committee for the quarter-century convention of the California Association of Nurserymen, which will be held in conjunction with the San Diego international exposition next summer. He has set his attendance goal at 500.

NEW YORK MEETINGS.

The annual meeting of the New York State Nurserymen's Association will be held at the Seneca hotel, Rochester, Wednesday, January 23, announces the secretary, C. J. Maloy, 209 Linden street, Rochester. The president of the association is Morris J. Dee, Newark.

The New York state nurserymen's conference will be held at the state college of agriculture, at Cornell University, Ithaca, January 22 to 24.

IDAHO ANNUAL MEETING.

The annual meeting of the Idaho State Association of Nurserymen will be held January 9 to 11 at the Hotel Boise, Boise, in a joint gathering with the Idaho Horticultural Society.

On the program for discussion are trade codes, nursery legislation, classification of businesses for license regulations and an educational program for the public.

David C. Petrie is president; Chester C. Miden, Nampa, is vice-president, and E. O. Nord, of the Upland Empire Nurseries, Boise, is secretary.

COLUMBUS ANNUAL MEETING.

The annual meeting of the Columbus Landscape Association will be held January 15 at the Charminel hotel, Columbus, O. The banquet is scheduled for 7 o'clock and will be followed by the annual meeting and election of officers. The speaker of the evening will be Victor H. Ries, who will talk on "Glimpses of Ohio Gardens."

COMING CONVENTIONS.

No less than twenty-two state or sectional nurserymen's conventions are on the calendar during the next sixty days, though the exact dates for all have not been set.

In addition to those separately mentioned on this page, the following meetings are to be held on the dates and at the places listed:

The midwinter meeting of the Oklahoma State Nurserymen's Association will be held at the Lee-Huckins hotel, Oklahoma City, on January 16. Visitors from other sections are welcome, and there will be a program of interest and entertainment for them, according to the president, C. E. Garee, Noble.

The Michigan Nurserymen's Association and the Indiana Nurserymen's Association will hold a joint meeting at South Bend, Ind., January 18 and 19.

January 22 to 24 are the dates of the annual convention of the Western Association of Nurserymen, which will be held at Kansas City, Mo. The annual convention of the Missouri State Nurserymen's Association will be held in conjunction with that of the regional group.

The Rhode Island Nurserymen's Association will hold its annual convention at Providence, R. I., February 6.

January 8, the Massachusetts State Nurserymen's Association convenes at the Hotel Statler, Boston, Mass.

January 23 and 24, the New England Nurserymen's Association will meet in the Hotel Statler, Boston, Mass.

ILLINOIS GROUP'S PROGRAM.

Last week saw the conclusion of the major arrangements for the midwinter meeting of the Illinois State Nurserymen's Association January 16 and 17 at Chicago, according to Miles W. Bryant, Princeton, secretary. As usual, the sessions will be held in the Sherman hotel. Arthur L. Palmgren, Glenview, president, will preside.

The schedule of addresses follows:

JANUARY 16, 2 P. M.

President's address, by Arthur L. Palmgren.
Treasurer's report, by Ernest Kruse, Wheeling.
Address by L. A. Moore, Springfield, superintendent of the division of plant industry of the Illinois department of agriculture.

"Developments of the Past Year in the Study of the Control of Elm Wilt," and "Personal Observations on the Dutch Elm Disease in the East," by Dr. L. R. Tehon, Urbana, botanist for the Illinois state natural history survey.

"Plant Patents and the Merchandising of Patented Plants," by Paul V. Fortmiller, of the Jackson & Perkins Co., Newark, N. Y.

Illustrated address, "The Nursery Display Grounds as an Aid to Retail Merchandising," by H. G. Seyler, of the Farr Nursery Co., Weiser Park, Pa.

JANUARY 17, 2 P. M.

"What Has Happened to the Proposed Marketing Agreements?" by Paul R. Stark, Louisiana, Mo., contact representative for the central region on the nurserymen's national planning committee.

"The Illinois Occupational Tax as It Affects the Sale of Nursery Stock," by Neil H. Jacoby, Springfield, supervisor of research, Illinois department of finance.

"The Landscape Development of the Highways of Illinois," by Phelps Vogelsang, Springfield, landscape engineer, division of highways, Illinois department of public works and buildings.

The executive session is scheduled to follow the talks Thursday afternoon, January 17. The morning both days has been left free for nurserymen to inspect the trade exhibits, which it was recently decided to present at the convention, contrary to an earlier decision to omit them this year. Information concerning the exhibit space can be obtained from Ernest Kruse, Wheeling, chairman of the committee in charge.

TO DISCUSS ORGANIZATION.

The article in The American Nurseryman of November 1 on "Can Organization Help Nurserymen?" by A. C. Hanson, vice-president of the Hawks Nursery Co., Wauwatosa, Wis., has yielded definite results, besides stirring discussion in private groups and comment at trade gatherings, in addition to commendatory expressions in letters to the editor. At the coming meeting of the Illinois Nurserymen's Association it is proposed to invite consideration of the subject, in the hope of developing a specific program to bring action in the current season. Leaders in the trade will be present, and any nurserymen interested are invited to join in the discussion.

Enumeration of the problems to be met and solved by an organization is contained in the following letter addressed to Mr. Hanson last week by Hubert S. Nelson, vice-president of Swain Nelson & Sons Co., Glenview, Ill., an active participant in the state association's affairs:

We reread your article in The American Nurseryman, and agree with you that something is vitally wrong with our industry and that now is the time to try and correct it. A careful study of the industry brings a number of things to light which, in our opinion, have a lot to do with our troubles. In the first place, ours is the only industry in which there is no sharp distinction between the producer, the wholesaler and the re-

tailer. Long ago the other industries found it necessary to separate the varied interests of these three types of business.

Another source of demoralization is the condition of our prices. In the first place, they are made more "by guess and by gosh" than on sound costs, and even the prices, such as they are, are practically meaningless. Our inability to cooperate and work together is, of course, a handicap.

We feel that all of these problems can be worked out if it is possible to form a strong retail association, state, sectional or national. The purposes and activities of this organization would be as follows:

1. Promotion of retail sales through interchange of ideas and a general modernization of our sales policies.
2. Control of prices.
3. Standardization of materials.
4. Determining costs on a sound basis.
5. Dealing with labor disputes under section 7-A.
6. Correcting any mistakes in taxes (real estate, personal property and sales).
7. Working out and supervising a code or marketing agreement, if one is necessary.
8. Gathering vital statistics for the retail trade, such as total volume of business, etc.
9. Keeping track of available supply of all kinds of nursery stock.
10. Bringing our industry up-to-date.

Such an organization would be of great value to both large and small retailers, and should demonstrate itself to be so important to the individual organizations that they would consider it almost essential to become members.

A group of us are going to have some committee meetings during the convention of the Illinois Nurserymen's Association, January 16 and 17, at which time this subject will be discussed thoroughly. We should like to hear your comments on this idea before that time and, if possible, should like to have you join us in these meetings.

SHORT COURSE AT OHIO.

The annual conference for nurserymen and landscape gardeners at Ohio State University will be held January 22 to 24, a week and a half after the convention of the Ohio Nurserymen's Association is held at Columbus, O. The conference will be held in the Horticulture and Forestry building at Ohio State University with the course.

The program for the three days is as follows:

- JANUARY 22, 1 P. M.**
 "Departmental Policies," by Alex Laurie.
 "Nursery Seed Bed Management," by E. G. Wieschuegel.
 "Nursery Irrigation Problems," by G. H. Poesch.
 "Use of Rocks in Gardening," by Victor H. Ries.

- JANUARY 22, 7:30 P. M.**
 "New and Worthy Woody Ornamental Plants," (illustrated), by L. C. Chadwick.

- JANUARY 23, 8 A. M.**
 "The Dutch Elm Disease" (specimens and cultures), by J. B. Beckenbach.
 "Lawn Problems," by G. M. McClure.
 "Worth-while Perennials and Rock Plants: Their Culture and Use," by Gabriel Simon, of the Sunnybrook Farms Nursery, Chesterland, O.
 "Planning the Small Garden" (slides), by Victor H. Ries.

- JANUARY 23, 1 P. M.**
 "Management of Shade Trees in the Nursery," "The Selection and Moving of Shade Trees," by Charles F. Irish, Cleveland, O.
 "Management of Shade Trees in Landscape Plantings," by Stanley Speed, Columbus, O.
 Discussion and demonstration of the Roto-tiller, by Harold C. Esper.

- JANUARY 23, 7 P. M.**
 Banquet.
 "Horticulture in Europe," by J. H. Gourley.

- JANUARY 24, 8 A. M.**
 "Insecticides and Fungicides: Their Nature and Use" (display of important types), by Alex Laurie.

- "Highway Beautification in Ohio," by Dallas D. Dupre, Columbus, O.
 "An Editor Looks at the Nursery Business," by F. E. Kilner, editor of The American Nurseryman, Chicago, Ill.
 "Rhododendrons and Azaleas: Their Production, Culture and Use," by A. M. Grube, Lakewood Nursery, Cleveland, O.

- JANUARY 24, 1 P. M.**
 "Problems in the Fruit Tree Nursery," by H. B. Tukey, New York experiment station, Geneva, N. Y.
 "Identification, Culture and Uses of Cotoneasters and Evonymus," by L. C. Chadwick.

Two balsam trees, each twenty-one feet tall, were ordered by President Roosevelt from Ed. Robbins, of the Blue Ridge Nursery, Pineola, N. C., for the White House Christmas celebration. One was placed at either side of a walk leading to the house.

ARKANSAS GROUP CONVENES.

Elect Officers for 1935.

Members of the Arkansas State Nurserymen's Association met for their annual convention December 19 at the Horticultural building of the University of Arkansas, Fayetteville.

The speakers included W. G. Amstein, extension horticulturist of the university; Dr. V. H. Young, plant pathologist of the university; Paul H. Millar, chief inspector of the state plant board; C. B. Wiggins, assistant professor of horticulture at the university, and Dr. N. F. Drake, Fayetteville. Carl A. Tromble, Bentonville, led a round-table discussion as the closing feature.

Officers for 1935 are as follows: President, G. C. Watkins, Siloam Springs; vice-president, Carl Tromble, Bentonville; secretary-treasurer, D. S. Clinger, Rogers. The representative on the state plant board is Charles H. Vestal, Little Rock. The executive board comprises G. C. Watkins, Carl Tromble, Hugh Britt, T. L. Jacobs and D. S. Clinger.

President's Address.

In his address as president, G. C. Watkins, Siloam Springs, referred to several important problems. One was the increasing amount of competition from municipal, state and federal nurseries which are producing and distributing forest, shade and ornamental material either without cost to the planter or at so-called cost of production. These public projects supported by taxpayers engage in unfair competition with legitimate business, inasmuch as nurserymen worthy of the name are in better position to supply the items offered.

He referred also to the danger of overproduction, or rather the peril of an unusable surplus, following a slight shortage in certain lines. The situation following the war brought the excess of production which has had an effect altogether too well known. Now the drought of last summer has brought a situation which may easily lead to a similar stimulus to production.

His recommendation to guard against that eventuality is a more widespread adoption of intensive retail sales effort. Too many nurseries, he said, outgrew their retail business, built up production for a wholesale trade and to a large extent lost touch with the ultimate consumer. "The woods are full of propagators and growers," he declared, "but what we need right now is an army of high-class retail salesmen."

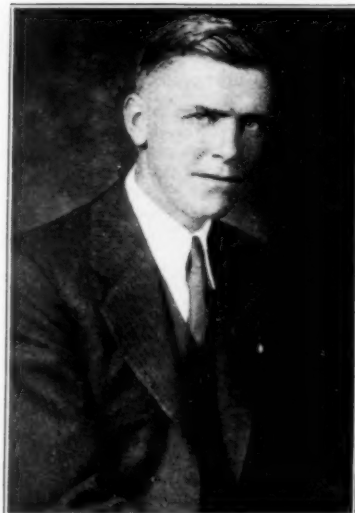
Another suggestion was the elimination of obsolete varieties and others little in demand. Long lists of varieties are confusing to buyers and add to the costs of the grower.

He urged more uniform inspection and licensing rules among the various states, in order to facilitate interstate business.

OREGON MEETING.

Preliminary plans for the convention of the Pacific Coast Nurserymen's Association at Salem, Ore., in 1935 were discussed at a meeting of Marion and Polk county nurserymen in the chamber of commerce quarters, Salem, December 13. Knight Pearcey, Salem, called the session and, as one of the directors of the state nurserymen's agreement, which went into effect last November, explained the marketing provisions in detail.

PRESIDENT LONG ISLAND ASSOCIATION



JAC BULK.

Jac Bulk, president of the Long Island Nurserymen's Association and sole owner of Bulk's Nurseries, Babylon, N. Y., was born in Holland forty-one years ago. At the age of 19, he became a partner in the firm of Bulk & Co., wholesale nurserymen and exporters, Boskoop, Holland, who did business with the United States, Canada, Great Britain, Germany and the Scandinavian countries. In connection with his duties, Mr. Bulk until 1919 made annual visits to the United States and Canada.

In the fall of 1919, he left Bulk & Co. and came to the United States, starting a nursery and landscape business in Bay Shore, L. I., in 1920. In 1926 the present establishment was developed on Merrick road, Babylon, where sixty acres are operated.

Bulk's Nurseries do a wholesale and retail business and also maintain a landscaping department. The office of the establishment, which is an exact duplicate of a Holland windmill, is a landmark on Long Island.

MAIL-ORDER GROUP PLANS.

According to B. W. Keith, Sawyer, Mich., secretary-treasurer of the National Mail Order Nurserymen's Association, a meeting is in prospect the early part of 1935 to discuss the possibilities of pooling orders for nursery supplies. The likelihood of another big meeting before the next planting season is also suggested, in which representatives from similar groups in the east and in Iowa may join.

BUDGET figures given in the annual report of the Department of Agriculture released this week by Secretary of Agriculture Henry A. Wallace show that the bureau of plant industry will have available in 1935 the sum of \$3,644,575, compared with \$3,884,222 in 1934. The bureau of entomology and plant quarantine will have \$3,289,581 in 1935, compared with \$4,984,415 in 1934.

Tax on Nursery Stock

Ohio Wins Fight While Texas Starts

NEW OHIO TAX LAW.

Growing nursery stock is no longer taxable in Ohio. After more than thirty years of uncertainty and endless discussion between nurserymen and taxing officials, the general assembly at its recent special session amended the present state tax laws to clarify and define just what growing nursery stock is and how it should be taxed.

Specifically, the act, which has been signed by the governor and will become a law on March 5, 1935, does two things. It classifies "deciduous and evergreen trees, plants and shrubs" as growing crops and, as such, real property. Then it specifies that these shall be exempt from taxation.

Passage of the measure was secured through the activities of the 1934 officers, executive and legislative committees of the Ohio Nurserymen's Association. The officers are W. G. Siebenthaler, president; Henry J. Kohankie, vice-president; and Harry R. O'Brien, acting secretary-treasurer. Members of the executive committee include J. J. Grullemans, Herman Brummé, E. D. George, Harry S. Day and Thomas B. Medlyn. The legislative committee includes Howard S. Chard, A. M. Grube, A. N. Champion, Herman Brummé and Harry S. Day.

It is thought that passage of this law in Ohio will supply a precedent for enactment of similar legislation in other states. The following is a copy of the new act:

To amend sections 5322 and 5500 of the general code of Ohio, relative to the definition of "real property" and "land" and the appraising and assessing same.

Be it enacted by the general assembly of the state of Ohio:

SECTION 1. That sections 5322 and 5500 of the general code of Ohio be amended to read as follows:

SEC. 5322. The terms "real property" and "land" as so used, include not only land itself, whether laid out in town lots or otherwise, and all growing crops, including deciduous and evergreen trees, plants and shrubs, with all things contained therein but also, unless otherwise specified, all buildings, structures, improvements and fixtures of whatever kind thereon, and all rights and privileges belonging or appertaining thereto.

SEC. 5500. Each separate parcel of real property shall be valued at its true value in money, excluding the value of the crops, deciduous and evergreen trees, plants and shrubs growing thereon. The price for which such real property would sell at auction, or at forced sale, shall not be taken as the criterion of the true value, and where the fee of the soil of a tract, parcel or lot of land, is in any person natural or artificial, and the right to minerals therein in another, it shall be valued and listed agreeably to such ownership in separate entries, specifying the interests listed, and be taxed to the parties owning different interests, respectively.

SECTION 2. That existing sections 5322 and 5500 of the general code be, and the same are hereby repealed.

GRIFFING FIGHTS TAX.

The Griffing Nurseries, Beaumont, Tex., which have led in protest against the state taxation of nursery stock as merchandise when it is growing in the field, have permitted this bill to become delinquent, and the tax collector has filed suit for payment. According to a mimeographed letter sent to the nurserymen of the state, the Griffing Nurseries plan to carry a fight through the courts, if necessary, to test the validity of the law.

There is some question as to whether the law in the Texas revised civil statutes of 1925 was passed by a two-thirds vote of all the members elected to both

houses of the legislature. The statute in question is article 7152, section XI, reading, "All property shall be listed or rendered in the following manner: Nurseries—The stock of nurseries growing or otherwise in the hands of nurserymen shall be listed and assessed as merchandise."

The Griffing Nurseries have previously paid the nursery stock tax under protest and endeavored to obtain the co-operation of the nurserymen of the state to get the law repealed. Apparently there is considerable variation in the assessments, some nurserymen not being taxed much, if anything, under this section. A bill was prepared for its repeal in 1931 and passed the senate, but the legislature adjourned before the bill was considered in the house of representatives.

Another basis of protest as to the validity of the tax is that it is in direct

conflict with article VIII, section 19, of the state constitution, which reads, "Farm products in the hands of the producers and family supplies for the home and farm are exempt from all taxation until otherwise directed by a two-thirds vote of all the members elected to both houses of the legislature." As a part of the agricultural industry, nurserymen claim the same classification for their stock as farm products in the hands of the producers.

If the suit is unsuccessful, it is urged that the article be repealed, not only on account of the foregoing, but because it causes confusion in the minds of tax officials, some imposing heavier assessments and others permitting nurserymen to go tax-free; because nursery stock is part of the real estate until it is severed and therefore incurs double taxation, and because nursery stock is a perishable commodity and no fixed or commercial value is determinable until it is marketed.

The current appeal from the Griffing Nurseries asks contributions from the nurserymen of Texas to carry the case through the courts and, if necessary, to obtain repeal of the law.

Scientists Tell of Tests

Addresses before Society of Horticultural Science

Several addresses of interest to nurserymen were presented at the meetings of the American Society for Horticultural Science, at the University of Pittsburgh, December 27 to 29.

V. T. Stoutemyer, of Iowa State College, Ames, Ia., presented his work on the root formation in softwood cuttings of the apple. He was successful in rooting *Pyrus Niedzwetzkyana* from softwood cuttings taken September 13. The cuttings were taken from the shoots that did not grow very vigorously, but had rather tender small leaves and were taken from young sprouts. He was also successful in obtaining young trees by taking leaf cuttings that had rooted, and the new plant was obtained from a dormant bud at the base of the petiole.

Storage problems in reference to rose plants depend upon the variation of temperature and also on the percentage of moisture in the packing material, as reported by G. E. Yerkes and F. E. Gardner. Hybrid tea and climbing roses were packed in boxes which were lined with kraft paper and placed in storage from seventy to ninety-seven days in temperatures of 30, 32, 36 and 40 degrees. The plants that were kept at 30 degrees came out of storage in perfect condition; there was very little bud development, as was obtained in the higher temperatures.

Mr. Yerkes reported that where the plants were placed in delayed storage and then planted out when the check plants were in full flower, practically all of the plants were growing the following fall. Even though some of the plants had a growth of over four inches, they survived.

When rose plants were placed in common storage the plants that were packed in material that carried thirty-six to forty-two per cent moisture made the least top growth and consequently held over much better than those stored in sixty-five per cent moisture-holding material. At sixty-five per cent moisture

the rose buds elongated six inches.

In concluding, he stated that roses placed in cold storage at 30 degrees and packed in material carrying thirty-six to forty-two per cent moisture were found to be in the best condition.

Some factors influencing the rooting of cuttings of the Chinese holly (*Ilex cornuta*) were reported by C. C. Thomas, Washington, D. C. Cuttings were taken at intervals during the summer and fall and placed in a medium of sand and equal parts cinders and peat. Both heel and nodal types of cuttings were used. The heeled cuttings in peat and cinders gave slightly better results than those in sand. Results show that the nodal cuttings have somewhat better results than the heeled cuttings in both media. The best results are shown to have occurred with nodal cuttings, taken in July and placed in a medium of equal parts of German peat and cinders. With the combining of these factors seventy-six per cent of the cuttings produced roots in fourteen days and they were 100 per cent rooted in twenty-one days.

W. E. Loomis reported that he was successful in controlling dandelions in lawn areas by spraying an emulsion made of one part furfural and nine parts kerosene. Between 200 to 300 gallons of this emulsion were applied per acre, and a relatively high percentage of dandelions was killed with one application at a cost of \$40 per acre of lawn area.

Reporting on the fertilization of shade trees in the nursery, Prof. L. C. Chadwick, of Ohio State University, told the results of a 3-year test on 500 Moline elms. As yet, little differences have been noted, and the author stated that this test would have to be continued over a number of years. The fall applications showed slightly better results than the spring applications. The lack of rainfall early in the spring may account for some of the difference.

G. H. Poesch.

New Ornamental Evergreens

Uncommon Narrowleaf Varieties Worthy of More Attention to Add Variety to Evergreen Plantings Are Described Here by L. C. Chadwick

Since evergreens are capable of giving greater charm, when judiciously used about the home, than any other group of plants, it is only natural that a great many varieties should find their way into the trade. Of the thousand or more species and varieties of narrowleaf evergreens, many of them, unfortunately, have no outstanding characteristics to commend them for landscape use. But because of their ease of propagation and cheapness of price, nurserymen have propagated them abundantly and home owners have continuously purchased them. It is because these unsatisfactory types have been used so much in landscape plantings that many landscape architects have come to pronounce all evergreens as unsatisfactory. All plant lovers, however, know that such a fact is not true.

Many of the common evergreen plantings are composed largely of thuja, arbor-vitae and chamaecyparis. A great many varieties of these genera have been introduced by the trade, varieties which vary greatly in form—narrow pyramidal or columnar, weeping, irregular, formal dense and rounded, as well as various variations in the color of foliage. Few, if any, of these have added to our wealth of satisfactory evergreens for midwestern gardens. It is fortunate that the attention of nurserymen and landscape gardeners is turning more to the production and use of the better junipers and taxus.

While there are plenty of varieties of junipers that have few characteristics to commend them, they are being gradually replaced by the better types. Nurserymen certainly cannot afford to grow all of the many varieties of evergreens. Because of this and also to lend greater beauty to landscape plantings, every effort should be made to educate the consumer as to the choice of satisfactory types.

In this article I should like to discuss some of the new or little used worth-while narrowleaf evergreens. No attempt will be made to mention all of the worth-while types, but I shall limit my remarks mainly to those which are uncommon in the trade, but should replace many of those more generally used. These will be discussed alphabetically.

Abies Lasiocarpa Compacta.

Not a plant to be used extensively, *Abies lasiocarpa compacta* is adapted for planting in selected places where a dense, formal plant is desired. A dwarf, compact form, about four feet high and with a head spreading about four feet in width, it may be substituted for the Mugho pine, where cool situations are presented, for planting in rock gardens and for various formal uses.

Abies Nobilis Glauca.

A variety of the Noble fir, *Abies nobilis*, native of Washington and California, *Abies nobilis glauca*, the blue-leaf Noble fir, grows upright like the type and is densely clothed with glaucous, closely appressed needles that give it a pleasing appearance. A small

tree, or almost bushy in some cases, it is especially adapted for planting on small places. Like all the firs, it delights in a cool soil and climate. Affected adversely by smoke and soot, it does not thrive in congested city districts. While there are many other excellent uncommon firs, a discussion of these two may be sufficient to call attention to their value.

Juniperus Chinensis Sargentii.

While there are many satisfactory junipers, many of them new, this discussion will be limited to only three types. *Juniperus chinensis Sargentii*, the Sargent juniper, not new in the trade, is without a doubt one of the best, if not the best, of the low-growing, creeping junipers. It is a low, prostrate form, rarely exceeding two feet in height and forming a dense mass, with the branches slightly ascending at the tips. In one planting seen the past summer, three plants densely covered an area approximately thirty feet square. The foliage color is bluish green. The plant does well in poor soil and is well adapted for planting as a ground cover for steep banks and rough places, for planting in beds and, if restrained, in rock gardens.

Juniperus Chinensis Torulosa.

Juniperus chinensis torulosa, uncommon in the trade, is a low, compact grower with twisted branches which looks promising. The foliage is light green in color. The plant seems to stand adverse conditions well and can be used where an evergreen of medium size is desired.

Juniperus Sabina Von Ehron.

Most nurserymen and landscape gardeners and many home owners are acquainted with the common Savin juniper, *Juniperus Sabina*. They know that with age it becomes rather loose and open at the base. They also know that it is susceptible to the juniper blight. As a substitute the variety *J. Sabina Von Ehron* has found its way into the trade and appears to be a satisfactory type. The branches are more slender and ascending than those of the type, and they form a more or less open center. So far this variety appears to be entirely free from juniper blight. It may well be used in the border or foundation planting where a plant of medium size is desired. The foliage is lighter green than that of the type and takes on a slightly purplish cast in the fall.

Pinus Koraiensis.

During the past few years a number of new pines have found their way into the trade, but few of them are as satisfactory as the Korean pine, *Pinus koraiensis*. At maturity it becomes a large pyramidal tree, growing to 100 feet in height, but is slow-growing and can be used as a specimen on medium-size places. Dense in habit of growth, it is clothed with dark green foliage, longer and stiffer than that of the native white

pine, *Pinus Strobus*. It seems perfectly hardy in northern Ohio and holds its branches well to the ground.

Sciadopitys Verticillata.

While *Sciadopitys verticillata*, umbrella pine, superficially resembles a pine, botanically it is quite distinct. A native of central Japan, it grows to a height of 100 feet or more, but in cultivation in this country it is essentially a small tree of slow growth, usually not exceeding twenty-five to thirty feet. The branches are slender, ascending at the ends to form a narrow pyramidal tree. The needles are somewhat coarse, but of lustrous dark green color, borne in whorls entirely surrounding the stem. The plant seems perfectly hardy in northern Ohio and has been seen at its best at Newport, R. I. It should be given fertile, moist but well drained soil and apparently prefers cool situations. It is propagated with difficulty even from seeds, which probably accounts for its present limited use. As a small specimen tree it is excellent and for planting in Japanese gardens it has few superiors.

Taxus.

There is no other genus of evergreens as universally useful as the taxus, or yew. Fortunately, there is a great variation in size and form. Nearly every possible type is found except a true creeping form. The native taxus of the northern states, *Taxus canadensis*, is the nearest approach to a creeping form, but unfortunately it does well only in shade and a rather cool, moist soil. *Taxus baccata*, the English yew, is used but little in this country because of its partially tender character, yet there are specimens of exceptional size in the east. One plant at Newport, R. I., reaches a height of about thirty-five feet and has a spread of about fifty feet. Another at New Brunswick, N. J., reaches twenty-five feet in height and thirty-five feet in spread. Two varieties of the English yew, *T. baccata fastigiata*, the Irish yew, and *T. baccata repandens*, the spreading English yew, are occasionally used, but are apt to burn during the winter months.

The Japanese yew, *Taxus cuspidata*, can rightly be said to be the most important evergreen ever introduced into this country. Its great variation in form makes it of use in nearly every landscape planting where evergreens are desired. A cross between *Taxus cuspidata* and *Taxus baccata* has produced a species known as *Taxus media*. In recent years a good many varieties of *T. media* have been produced. These, with some other species and varieties, have added greatly to the list of available taxus types. Many of them are similar and have no special preference over others. Among the most important of the new taxus are the following types:

Taxus cuspidata densa grows much like the dwarf Japanese yew, *Taxus cuspidata nana*, except that it is much more compact, with upright, ascending branches, clothed with dark green leaves. Its height usually does not exceed

twenty inches, but the shrub may be four feet or more in width. For a small formal evergreen, few types will equal this variety of yew.

Taxus cuspidata Thayeræ, Thayer yew, is a low flattened or vase-shaped form, with branches spreading outward and upward. It will reach a height of ten feet or more and usually bears lighter green leaves than the type. It is an excellent spreading form of the Japanese yew.

Taxus cuspidata Thayeræ, Thayer yew, of compact, upright habit of growth, is one of the most promising. The needles are short, blunt and dark green in color. The plant is similar to *Taxus media* Hicksii, but apparently of slower growth.

Taxus media Hicksii, Hicks' yew, has now become quite common in the trade and may be considered as the best narrow upright form. Its uses are many. It may be trimmed to a single stem, thus making a narrow plant resembling in form the Irish juniper and pyramidal arbor-vitæ. It may be kept restricted at the top, thus making a perfect globe or rounded, dense form. In its normal form it is one of the best of the yews for hedges because of its dark green foliage.

It is difficult to foresee a possible over-planting of the yews. They adapt themselves readily to most soils and will grow readily in either sun or shade. Few other narrowleaf evergreens retain such a uniform good green color throughout the winter months. Wise planters will surely use the yews in preference to other evergreens wherever possible.

Tsuga.

Many people, when the name hemlock is mentioned, think only of the Canada hemlock, *Tsuga canadensis*. Yet at the "Far Country" hemlock arboretum of Charles F. Jenkins, Germantown, Pa., will be found about sixty species and varieties of *tsuga*. A few of these types may be mentioned briefly. Some of them have also been seen at other arboreta, estates or nurseries.

Tsuga canadensis compacta is a dwarf, densely compact type, usually about as wide as high. It is an interesting formal specimen. *Tsuga canadensis* Fremdii is a pleasing type of uniform growth and dense, dark green foliage. *Tsuga canadensis* Jenkinsii is a narrow pyramidal form with slender declining branches and short needles. *Tsuga canadensis* pendula, the Sargent hemlock, a weeping form, is at present quite well known. It is distinctly formal and low, usually not exceeding ten feet in height. The size of this variety can be better visualized by the fact that one of the original plants is described as being 105 feet in circumference and ten feet six inches in height. The beauty of the Sargent hemlock must be seen to be appreciated. Unfortunately, its formal habit does not lend to its extensive use.

Many other variations of the Canada hemlock might be mentioned, but may it suffice to say that one other variety, unnamed, seen in one of the eastern nurseries, having dense, bluish green foliage, appeared especially attractive. More might be done in the way of developing interesting and useful variations of *Tsuga canadensis*.

Enthusiasm over the Canadian species should not make us forget the Carolina hemlock, *Tsuga caroliniana*, and the Japanese hemlock, *Tsuga diversifolia*. The Carolina hemlock is more compact in

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habit of growth and has darker green foliage than *T. canadensis*. The needles are shorter and spread in all directions. There is a dense, compact variety listed as *T. caroliniana* compacta, which is good. The Japanese hemlock is especially useful because of its smaller size. Frequently with a number of trunks, it appears more of a large bushy form than a tree. The leaves are short and glossy green. It seems to do well in the east and middle west.

Besides being useful as specimens, the hemlocks make excellent hedges or screens. When used as hedges, they should be given a spread of about eight feet and allowed about the same height. Hemlocks prefer a rich, well drained soil, slightly acid in reaction. They will flourish in either sun or shade and hold their branches well to the ground.

As mentioned at the beginning, the foregoing list includes only a few of the new and worthy narrowleaf evergreens,

but those mentioned are worthy of greater use.

E. V. CREED, president of the Portland Rose Society of Portland, Ore., was recently quoted by the Portland Journal as saying that approximately 2,500,000 rose-bushes are shipped by Oregon rose nurseries annually, with returns in excess of \$250,000. During the peak season the rose-growing industry employs from 300 to 400 workers.

THE establishment formerly operated as the Illinois Nurseries, Henry, Ill., has been purchased by J. R. Ingels and C. S. Ingels, sons of the late Irvin Ingels, founder of the Home Nursery, La Fayette, Ill. The Ingels assumed possession of the Henry place January 1, 1935, and will specialize in evergreens. They will also operate a greenhouse.

Herbaceous Perennials

C. W. Wood Comments on Less Common Varieties of Hardy Plants Deserving Attention

ARNEBIA ECHIOIDES.

The prophet flower, *Arnebia echioides*, is not often seen in American gardens, a fate that is not justified by its many good points. It is not to be classed among the easy doers, though it is not too difficult to be trusted to the knowing gardener, and its beauty in the spring scene compensates for the little care that it needs. One reads of its blooming from May until November in England, but the period of flowering seldom lasts longer than from late April until June in the trying climate of the middle west. European growers also usually recommend giving the plant full sun, a most trying situation under American conditions, according to my experience. Here it does better in some shade, at least from noon onward, and I suspect that it would do even better on a moist moraine. Most assuredly, it cannot stand full sun in a dry soil in this part of the world.

It is a member of the borage family, which gives us so much good garden material, growing eight to twelve inches high, with yellow flowers, spotted blackish purple, in a scorpioid raceme. Although it comes from southwestern Asia, it is quite hardy and should stand the winters of the United States in all but the coldest parts. It may be grown from seeds without difficulty and Bailey also mentions root cuttings.

ARCTOSTAPHYLOS UVA-URSI.

In the bearberry—*Arctostaphylos Uva-ursi*, the generic name from the Greek, meaning bear and grape—we have one of nature's best gifts in the form of a trailing evergreen shrub. Yet how often is it offered in catalogues, except as a collected plant? And it is safe to say that not one per cent of the plants collected from the wild will be able to establish themselves in the garden. Considering the year-around beauty of the plant and the facts stated in the foregoing sentences, it would seem the part of wisdom for plant growers to enter this field of little competition.

The plant is of wide-spreading growth, covering quite broad spaces with its mats of glossy, evergreen leaves when the plant is in good health, the beauty of it being further enhanced by an abundance of large, bright scarlet berries during fall and winter.

Some authorities claim that it must have a sandy soil, pointing to the fact that the Brooklyn Botanical Garden succeeded with the plant only after it had been given a sand bed. Such a supposition will be found erroneous, however, by anyone who cares to go to nature for examples. There it will be found growing in quite heavy clay as well as in sand. The following quotation from a friend in Connecticut is interesting in this connection: "I am having pretty good luck with *Arctostaphylos Uva-ursi* from seed. One of the things thus far indicated by my experiments is that the young plants, at least, definitely prefer a good soil. How many times have I seen the printed

advice to plant *A. Uva-ursi* in lean, very sandy soil? Of course, out at the tip of Long Island it grows luxuriantly in what appears to be pure sand with just a trace of yellowish silt intermixed. But with me, the potted-off seedlings in the rich leaf-moldy soil I use for trailing arbutus are away ahead of their brothers in other and leaner mixtures. Nor does their growth appear to be unduly forced or otherwise abnormal." My own experience leads me to believe that the foregoing observations are essentially correct, the plant's desire for an acid soil being of more consequence than the mechanical make-up of the growing medium. It will be noted the foregoing quotation mentions the use of the same soil mixture used for *epigaea*, a notorious acid addict.

Two methods of fairly rapid propagation are used, seedage and cuttage. It was formerly held that the latter was the better, but the results of recent experiments seem to favor seedage. Cuttings of half-ripened wood inserted in sand and peat under glass in fall are the usual means, potting off the cuttings as soon as well rooted and shifting to larger pots as growth may indicate. Layering is sometimes practiced, but rooting of layers is even slower than cuttings. Fresh seeds may be sown in an outdoor frame as soon as available in autumn, the seedlings being handled in the same way as rooted cuttings.

ADONIS VERNALIS.

There appears to be a good opportunity for a number of growers throughout the country to cash in on the demand which exists for *Adonis vernalis*, the stock of which seems never to be large enough. It is not difficult to grow from seeds, though the process is rather slow, the seeds often remaining dormant a full year and sometimes longer. Contrary to the usual advice to give the plant a light soil, my experience leads me to believe that a heavy growing medium is to be preferred. It is good in sun or part shade and produces its yellow, buttercup-like flowers in March.

LONICERA MAACKII.

The bush honeysuckles are able to show us many a charming shrub, a careful selection of material giving plants with a long period of bloom and showy fruits, from July, when *Lonicera caerulea* is at its best, until November, when *Lonicera Maackii* brings the procession to a close. There is no reason why the Tatarian honeysuckle should get all of the plant grower's attention when there are so many other good species. And while one is looking around for material to complete the line of honeysuckles, one should not overlook *L. Maackii* and particularly its variety *podocarpa*.

L. Maackii is a rapid grower, eventually getting about ten feet high, clothed in handsome leaves carrying a pubescence which gives the foliage a grayish appearance. The white flowers are quite

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showy and are followed by scarlet fruits from September until late November when severe cold does not come too early. The variety *podocarpa* is a dwarfier plant, growing about eight feet high, and is more wide-spreading. It is not so showy as the type during the flowering period, but is more attractive in fruit. The rich red fruits come in long sprays in the axils of the leaves, making the plant a beautiful object during the fall. These *loniceras* are easily propagated from dormant cuttings and possibly from green wood cuttings under glass in summer.

CEPHALARIA TATARICA.

Among the less known midsummer-blooming perennials whose good points give them a claim on our attention which they do not now get, *Cephalaria tatarica* is a prominent example. That the plant is not well known in America is plainly evident from its lack of appearance in most plant lists, yet the few amateur gardeners in whose gardens I have seen it consider the plant of much value in the summer garden. Its stately 6-foot growth fits it admirably for the background of the hardy border or for planting among shrubs of its own or lesser height. It produces a bountiful supply of scabiosa-like flowers of a soft cream or sulphur yellow shade on long stems during July and August, that are ideal for cutting. It may be grown with ease from seeds and may be further increased by division. Its cultural requirements are most simple, calling for any good garden soil that is well drained.

LYSIMACHIA TERRESTRIS.

Our native flora contains much material of value to gardeners which is now seldom or never used. Some of it, like *Lysimachia terrestris*, one of the native loosestrifes, may not be of supreme importance, but nevertheless has certain qualities which fit it for some special niche in the garden scheme. Viewed in that light, this loosestrife will be found useful to clothe many a moist spot. It has showy yellow flowers with crimson eyes which appear in a terminal raceme; hence the common name, swamp candle. It is found growing in moist situations throughout eastern United States. Propagation is easy by division in early spring, and it may be grown from seeds.

HYPOXIS HIRSUTA.

The yellow star grass, *Hypoxis hirsuta*, is a seldom seen, grass-like plant that makes a good rock garden subject. Few are the gardeners who know the yellow star grass, but we have only to show it to our rock-gardening friends to sell it. The genus, formerly included in *amaryllidaceae* by botanists, but now given by some a family of its own, *hypoxidaceae*, is said to comprise forty to fifty species, though the only one that I have found is the subject of this paragraph. It grows from four to eight inches high, from a small corm-like root, and has grass-like foliage and bright yellow stars in spring. It may be propagated by division and from seeds, I presume, if we could only find the seeds. In my garden, half shade seems best for it and a light soil of slight acidity.

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CONIFER INJURIES TOLD.

Describing the effects on conifers of the severe winter of 1933-34, the Arnold arboretum, Jamaica Plain, Mass., in a recent bulletin stated that the yew and conifer families suffered much from the cold, although on the whole the damage was less than the injury to many of the broad-leaved evergreens and deciduous trees and shrubs.

On some species of conifers, it is stated, the flower buds, or most of them, were destroyed. In some instances the buds which would ordinarily have developed into new shoots or twigs were so greatly injured that they failed to make new growth. As a result, affected trees will probably lose many of their branches and much of their symmetry or may even die.

While the Japanese yew, *Taxus cuspidata*, generally passed safely through the winter there were many plants which showed some injury. The European yew, *Taxus baccata*, suffered severely in some instances. Among the conifers, the pines as a group suffered less than some other genera. On the whole, the native American spruces wintered well, as did some of the long-introduced foreign species, such as Norway spruce. *Picea asperata* proved undependable.

Abies concolor grown from seed collected east of the Rockies came through satisfactorily, but *A. Nordmanniana* and *A. cilicica* were both seriously injured. The arbor-vitae wintered well, as did *Chamaecyparis*. The larches came through in good order, except that in some cases the flower buds were destroyed.

CATALOGUES RECEIVED.

[In writing for a copy of any of the catalogues reviewed below, please mention that you saw it in *The American Nurseryman*.]

Lissadell, Sligo, Irish Free State.—Winter price list of seeds of shrubs, natives, herbaceous perennials and alpinists. Large collections of named varieties in such subjects as lupines appear. Primulas are especially well represented. *Onosma*, *Phytolacca*, *Oenothera* and *Sisyrinchium* are other interesting materials.

W. J. Engle & Son, Dayton, O.—"A Select List of Rock Garden and Perennial Plants," being a 4-page folder listing many unusual varieties for the border and rock garden, including a large collection of sempervivums. A dozen rare items head the list, including *Aster Frikartii*. Care has been taken that the names of the sempervivums and sedums are correctly given. Only plants hardy in the middle west are listed.

Joseph F. Martin Co., Painesville, O.—The firm's first complete wholesale seed catalogue for florists, of forty-eight pages, effectively laid out and clearly printed. Leading items are illustrated. Outstanding groups are delphiniums, asters, calendulas, pansies, petunias, stocks and zinnias, in addition to seventeen pages devoted to perennial seeds. Many of the most recent introductions in the various lines are offered. P. C. Pratt is in charge of this new departure of the Martin firm.

Glen Saint Mary Nurseries Co., Glen Saint Mary, Fla.—An effectively illustrated catalogue featuring shrubs, fruit, nut and shade trees, as well as decorative plants for pot culture and palms. Roses are given first place, with azaleas and camellias having equally good presentation through color work. The azaleas planting at the nursery is the subject of the cover decoration both front and back. New and rare day lily hybrids of the Betsch strain are still another specialty.

Manchester, Conn.—As temporary receiver for C. E. Wilson & Co., Harold C. Alvord, Manchester, was appointed December 12 by Judge Edwin C. Dickenson, of the Superior court, Hartford. The business is being continued. A meeting of stockholders and creditors was scheduled for December 19, at 10 a. m., at the Superior court, Hartford, before Judge Dickenson, for a hearing on the confirmation of Mr. Alvord's appointment and for the appointment of two appraisers.

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The Current Season

W. N. Craig's Notes from New England

THE PASSING YEAR.

As these notes are being written, the year 1934 is nearing its end. It has been rather a hectic year and hardly came up to the fond expectations of many. In so far as the eastern section of the country is concerned, conditions showed a marked improvement over 1933, but still left much to be desired. However, there are still some hopeful that 1929 conditions may return. While admiring their optimism, most of us are of the settled belief that those golden days will not return in our time. For several years we were rather flamboyant in the belief that, no matter how depressed the older countries of the world might be, the United States could isolate itself and remain prosperous. We soon learned how absurd the idea was. The notion that we could trade among ourselves and stay prosperous has been exploded. We have had half a decade of decreasing trade and are now seeing a little upturn. It seems rather reasonable to hope that when the decade ends, barring additional wars and other unforeseen occurrences, business as a whole will have shown a marked improvement. The nursery trade should respond as quickly as any. In spite of all handicaps, signs are not wanting that the great and growing love of things horticultural, which has persisted through the depression and steadily attracted more adherents, is still in its infancy. Those in the nursery business, if they will properly cater to the wants and aspirations of the ever-growing army of garden devotees, are going to make at least a comfortable livelihood, which is more than the greater number have been able to do since hard times hit us.

SOME THOUGHTS FOR FUTURE.

In recent years there has been a marked change in the type of customers who have patronized nurserymen. The big estates, which formerly were heavy purchasers, are today, with few exceptions, much crippled. Steadily rising income taxes and death duties are operating here as they have been since the great war in Great Britain. There thousands of old estates, where gardening was well done and where great numbers of men got a first-class practical training, are virtually things of the past. We see the same happening here, but in a more limited way. Landscape architects who formerly kept large staffs for laying out new estates have had an even more precarious time than the growers and have had to be content with a moderate amount of maintenance work and accept little contracts they would never have considered a few short years ago. There will be, however, some future for the landscape men in park, municipal and state work.

There has arisen a whole army of lesser landscape architects, well divided between the sexes, but with women crowding the field which men formerly had to themselves. The garden club movement has caused a small army of their members and followers to start out with elaborate "L. A." letterheads after reading up a little, attending some

lectures and possibly taking one of the courses offered. This new class is one which grows apace and is one of which nurserymen are going to see more for at least a few years. The best type of customers are those who prefer to do their own buying and planting, and the depression increased their numbers. They may not talk so glibly on color harmonies, and they will even buy plants carrying red, crimson or magenta purple flowers, but they in the main get a greater "kick" out of their gardening than those who, after hearing a lecture or reading a book, have concluded that the Almighty only intended a few of the "softer colors" to be used in the garden which would "blend properly." The nurseryman usually is, or ought to be, sufficient of a landscape man to carry out plantings as well as or better than the type just described; he has the advantage of knowing plants, their habits, needs and seasons of flowering better also.

NURSERY STOCK.

It seems probable that good salable trees and shrubs will be worth a little more money the coming season. The overproduction of many evergreens and deciduous shrubs, which thoughtful persons at the time felt could only end as it has, showed that the buying public has grown out of its swaddling clothes and has become tired of the stereotyped plantings of arbor-vitæ, junipers, cypresses, dwarf mountain pines and other easily raised evergreens which, under the title of "dooryard plantings" were foisted on thousands of novices. For three years hundreds of acres of this unsalable stock has either gone up in flames or has been sold along roadsides, in department stores and at the nurseries at prices far below the cost of production.

It may be too much to hope that there will be any great lessening of this evil the coming spring, for, rather than destroy stock, growers are anxious to salvage it as far as possible. So long as this slaughtering of prices persists, what great hope can there be for the improvement of the nursery business? Meetings on codes have been held and there has been much talk, but nothing has been done to end this disastrous price-cutting.

Taxus, hybrid rhododendrons, Daphne Cneorum, pieris, magnolias and a few other items will still bring good prices, and there will be call for these the coming spring. Later will come a day when, little propagating being done with the more easily increased evergreens, they can be sold at prices which will net the growers something.

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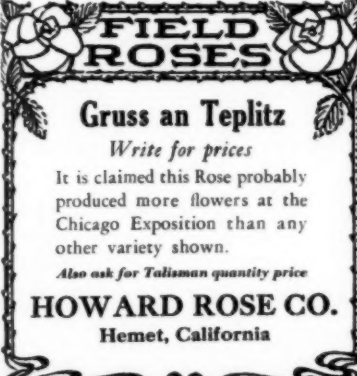
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Grafted vines of such common varieties of grapes as Catawba, Campbell, Concord, Delaware, Iona, Niagara and Worden, after seventeen years in the vineyards of the New York state experimental station, continue to give marked increases in yield and greatly improved quality of fruit over own-rooted vines of the same varieties growing alongside, declares Prof. F. E. Gladwin, grape specialist at the station's vineyard laboratory at Fredonia. The cost of grafted vines is still high, and the profitable use of grafted stock by the commercial grape grower is dependent upon several factors, but there is no question about the advantage of grafted vines for the home planting, he says in a circular of which a copy may be obtained upon request to the station.



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NATIONAL PLANT BOARD.

The National Plant Board will hold its annual meeting in connection with the Southern Plant Board, at Miami, Fla., February 4 to 7. Problems of plant quarantine will be reviewed by the board, and a first-hand study of insect suppression work now being conducted by the Florida plant board in southern Florida will be made. Observations will also be made on airplane transportation from Central and South American countries in connection with possible insect dissemination by airplanes.

W. C. O'Kane, Durham, N. H., and R. W. Leiby, Raleigh, N. C., are chairman and secretary, respectively, of the National Plant Board.

ROSES PATENTED.

December 4, plant patent No. 114 was granted as follows for a rose, according to Rummier, Rummier & Woodworth, patent lawyers of Chicago:

Rose. Walter Easlen, Leigh-on-Sea, England, assignor to Charles H. Totty, Madison, N. J. One claim. A variety of climbing rose characterized particularly by its vigorous growth and heavy production of yellow-toned full-petaled fragrant blooms and by the reddish or coppery-colored new growth of leaves and stems.

Two plant patents were granted December 11 on roses, as follows:

No. 115—Hybrid tea rose. Jason G. Layton, Olean, N. Y. A variety of rose characterized chiefly by its straw-yellow and amber yellow color, its full petalage, its thornless upper stem, its luxuriant dark green foliage, its notable fragrance, its superior growing and shipping qualities and its freedom from disease.

No. 116—Hybrid tea rose. Lorenzo Pahlissa, San Feliu de Llobregat, Spain, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of hybrid tea rose plant characterized by its great hardiness and disease resistance and by the combination sorrel and apricot coloring of its flowers.

The proceedings of the tenth national shade tree conference, held in Pittsburgh last August, have been bound in a booklet of 153 pages of text, under the editorship of the secretary-treasurer, Richard C. White, New Jersey agricultural experiment station, New Brunswick, N. J. Several papers presented at the conference appeared in the columns of The American Nurseryman. Those who wish a complete copy of the proceedings may obtain it at \$1 each from Professor White.

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Louisiana Wild Iris. The most beautiful Iris that grows. Should be planted now for spring blooms. Shipments are gathered from six different sections of native fields. More than 100 shades of reds, blues and purples. Colors not guaranteed as roots are taken out while dormant. \$5.00 per 100 roots. Cash, please. Circular on request.

Cypress Knee Nursery, Algiers, La.

Multiflora Japonica.
Rooted Cuttings, 5 to 11 mm.
Supply limited to 50,000.
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Westminster Nursery, Westminster, Md.

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Nursery Tools, Leonard Full-strapped Spades, Kunde Knives and Shears. Budding and Grafting Supplies. Free 80-page wholesale catalogue illustrates 600 tools.

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RODENT CONTROL.

Where snow is now on the ground in orchards, the simplest form of protection against the depredations of field mice, if such precautions were neglected before winter arrived, is to tramp the snow close to the trunk of each tree. The hard crust that will form as a result will be impossible for the mice to penetrate. Requiring somewhat more labor, but being effective also as a guard against field mice, is the practice of mounding soil about the base of the tree to the height of six to eight inches in fall.

Rabbits, which cause much winter damage in orchards, can be kept from trees by wrapping the base of the trunks with poultry mesh, galvanized hardware cloth, wood veneer, burlap or newspapers. The use of tar paper, which may cause trunk injury, should be avoided. Some growers have found hunting rabbits in the orchard with the aid of a ferret advantageous.

Of the repellent washes that have been recommended, a strong lime-sulphur solution gives some degree of protection, but dissolves easily in rain. Care in using new and untested repellents is urged. Several state experimental stations have issued bulletins on the protection of trees against rodents, and it would be well to consider this material before deciding on a course of action.

THE formal opening of the remodeled quarters of the nursery of Fred W. James & Son, National City, Cal., was held December 1.

AT LOS ANGELES, Cal., S. Kawahara recently started a nursery business at 2719 South Western avenue and K. Kajino was granted a license to operate a nursery business at 2357 Pontius street.

THE South Side Gardens, Clintonville, Wis., of which Mr. and Mrs. Frank J. Long are proprietors, will build a Lord & Burnham greenhouse 25x100 feet, divided into two compartments, in the spring.

B. E. AMYX, for fifteen years associated with the California Nursery Co., Niles, Cal., as a fruit tree and soil specialist and for the last two years manager of the Edendale Nursery, has leased a large acreage at Niles, on the Mission San Jose-Niles highway, where he is establishing his own nursery.

J. PAUL KEENEY, landscape architect of the district of Pittsburgh, Pa., has returned to his home at Duquesne, Pa., after undergoing a thyroid operation at the Pittsburgh Mercy hospital, where he spent the holidays. He plans to spend the winter at Orlando, Fla., convalescing. In the past four years, Mr. Keeney says he has planted ten carloads of fine nursery stock.

D. B. MILLIKEN, formerly office manager for Kramer Bros., operating a nursery at Upland, Cal., recently purchased the interest of Ove Hoyer in the Claremont Nursery, Claremont, Cal. The complete nursery line to be carried in the future will include a select list of flowering trees and shrubs and potted plants. Mr. Hoyer, who conducted the Claremont enterprise for the past two years, will continue in the landscaping business.

OBITUARY.

John Carey.

The death of John Carey, aged 50, superintendent of the Chase nurseries at Honeoye Falls, N. Y., for the past eighteen years, took place December 28 at his home in North Main street, Honeoye Falls. He had been in poor health for nearly a year and was confined to his home for about one month previous to his death.

Mr. Carey had been associated with the Chase nurseries for thirty years, working for some years at Rochester. He was first president of the Honeoye Falls Rotary Club and at the time of his death was president of the Holy Name Society of St. Paul's church, Honeoye Falls. He also was a member of the Knights of Columbus.

He leaves his widow, Mrs. Anna Cahill Carey, four sons, John, Jr.; Edward, Thomas and James; a daughter, Anna, and two brothers, Thomas and Edward, Rochester.

H. H.

ELMER E. FLANDERS, 71 years old, a pioneer nurseryman of the vicinity of Chula Vista, Cal., died December 9.

ALEXANDER BISCHOFF, president of the Westover Nurseries, Clayton, Mo., and identified with many other lines of business, died December 14.

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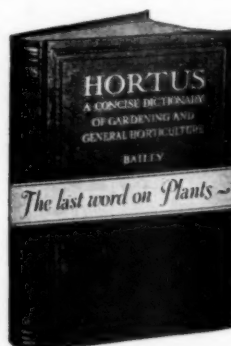
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